

## Message Text

UNCLASSIFIED

PAGE 01 BANGKO 16715 291207Z  
ACTION EA-09

INFO OCT-01 ISO-00 EB-08 /018 W  
-----001602 291344Z /43  
R 290927Z JUL 77  
FM AMEMBASSY BANGKOK  
TO USDOC WASHDC  
INFO SECSTATE WASHDC 4699

UNCLAS BANGKOK 16715

E.O. 11652: N/A  
TAGS: BEXP, TH  
SUBJECT: ADS REQUEST FOR VANGUARD INTERNATIONAL MARKETERS, RENTON,  
WA.

REF: COMMERCE CD-144, JUNE 27, 1977

THE FOLLOWING FIRMS, CONTACTED INDIVIDUALLY BY THE EMBASSY, HAVE  
EXPRESSED AN INTEREST IN REPRESENTING VANGUARD AS COMMISSION  
SALES AGENTS FOR INDUSTRIAL EQUIPMENT AND SUPPLIES:

1. COSMOTRADE LTD. PARTNERSHIP  
82/23 RAJPRAROP ROAD  
BANGKOK4, THAILAND  
CONTACT: MR. VIRAPANDH JIRANANTANAGORN, MANAGER  
PHONE: 251-9649  
TELEX: TH 2671 C/O MISS WALEE  
COMMENT: COSMOTRADE IS AN INDENT AGENT HANDLING GENERAL  
INDUSTRIAL EQUIPMENT AND SUPPLIES. ITS MAJOR CUSTOMERS ARE  
ICE MAKING PLANTS AND THEATERS. FIRM IS SMALL BUT CAPABLE.  
MR. VIRAPANDH JIRANANTANAGORN STATES THAT HE WILL SEND  
INQUIRIES TO VANGUARD AND HE WOULD LIKE TO HAVE MORE  
INFORMATION FROM VANGUARD.

2. 3-S IMPEX CO., LTD.  
6TH FLOOR, RAJPRASONG BUILDING  
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68/1 RAJPRASONG ROAD  
BANGKOK 5, THAILAND  
CONTACT: MR. SUPAT LIANGPANICH, MANAGING DIRECTOR  
PHONE: 251-3898  
CABLE: SAMES  
COMMENT: 3-S IMPEX IS A NEWLY ESTABLISHED FIRM WHICH  
OPERATES AS AN INDENT AGENT HANDLING GENERAL INDUSTRIAL

EQUIPMENT AND SUPPLIES. BEFORE ORGANIZING THIS FIRM, MR. SUPAT LIANGPANICH WORKED FOR MANY YEARS AS A SALES REPRESENTATIVE FOR A LEADING IMPORT FIRM IN BANGKOK. HE SAID HE WOULD CONTACT LOCAL INDUSTRIAL PLANTS TO INQUIRE ABOUT THEIR REQUIREMENTS AND WOULD WRITE TO VANGUARD FOR INFORMATION AND QUOTATIONS. HE ADDED THAT IT WOULD BE HELPFUL TO HIM IF VANGUARD COULD SEND HIM SOME PRODUCT LITERATURE.

3. T. SANPANICH LTD. PARTNERSHIP

456-458 BUM RUNG MUANG ROAD

BANGKOK 1, THAILAND

CONTACT: MR. I. THARNIT, MANAGER

PHONE: 282-7408

CABLE: PATANASKOL

COMMENT: T. SANPANICH IS AN IMPORT FIRM WHICH SELLS AIRCRAFT, AIRCRAFT PARTS, SURVEYING INSTRUMENTS, AERIAL MAPPING EQUIPMENT AND SUPPLIES, PRINTING MACHINERY, GRAPHIC ARTS SUPPLIES, MACHINERY AND SUPPLIES. IT IS ACTIVE IN BIDDING ON GOVERNMENT TENDERS AND ITS MAJOR CUSTOMERS ARE GOVERNMENT OFFICES. MR. THARNIT STATED THAT HE WOULD SEND HIS INQUIRIES TO VANGUARD IN THE NEAR FUTURE AND HE WOULD APPRECIATE RECEIVING SOME PRODUCT LITERATURE FROM VANGUARD.  
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## Message Attributes

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**Enclosure:** n/a  
**Executive Order:** N/A  
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**TAGS:** BEXP, TH  
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**Review Markings:**  
Margaret P. Grafeld  
Declassified/Released  
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